



Let's talk about...
our products



At ivari, we like to think of our products as conversation starters about your client's protection needs.

Let's talk about...products from ivari

By talking to your clients, you understand that each person has a unique and personal reason for needing insurance. For some, it's about a short-term need like protecting a mortgage or income replacement. For others, it may be about long-term, or permanent protection for estate planning and final expenses. Your clients may also be looking for critical illness coverage which provides living benefits in the event that their illness interrupts their ability to work. Whatever your client's needs may be, ivari products should be a part of the conversation.

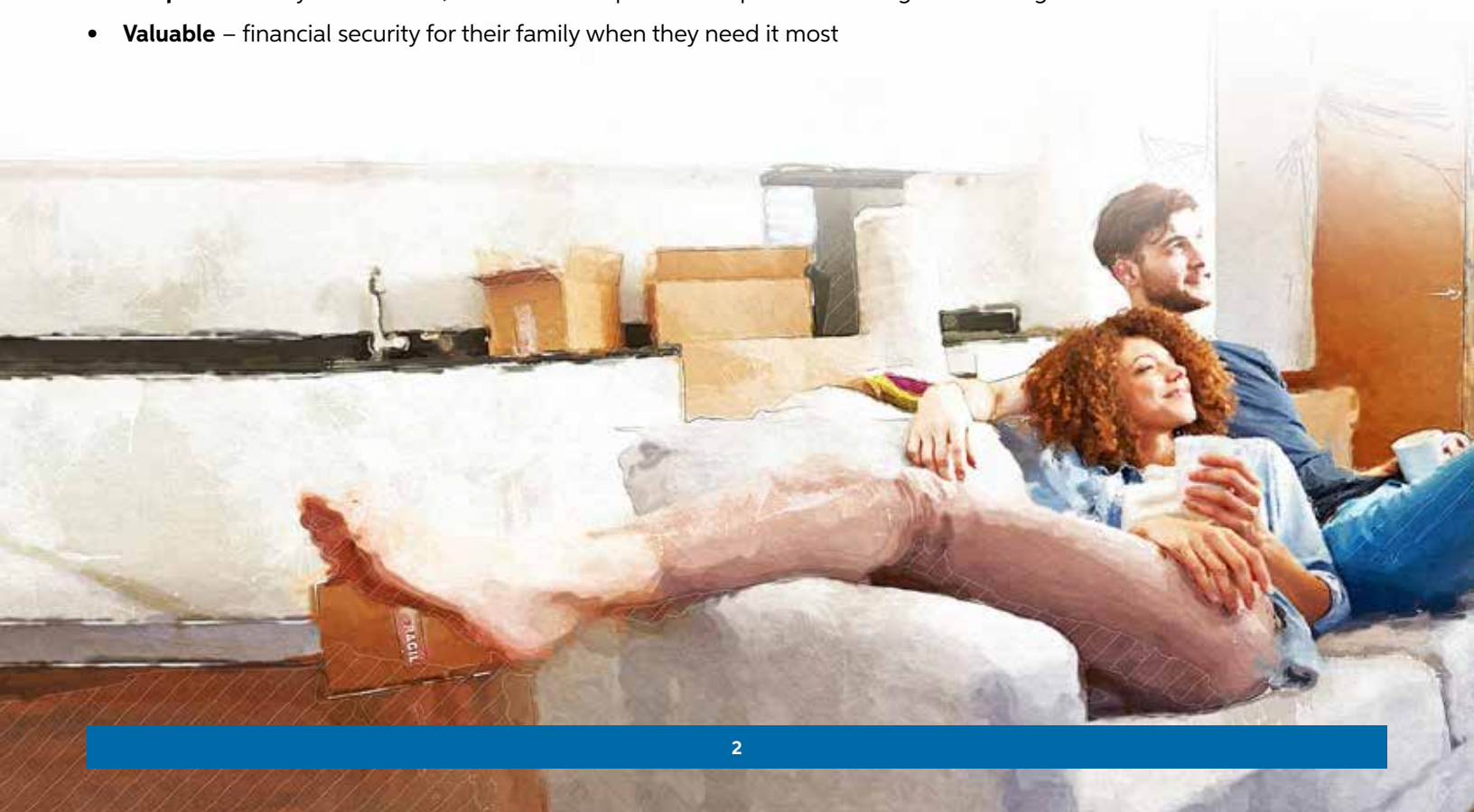
Let's talk about...term insurance

Are your clients concerned about protecting their mortgage, or providing for their children's post-secondary education if they died before these expenses were paid? A term insurance policy can help by replacing the income that would be lost due to an unexpected death so that money is available to pay ongoing expenses like a mortgage or education costs.

Term insurance can be purchased for a fixed amount of time – usually 10, 20 or 30 years. Term products can also be layered with permanent insurance to temporarily increase your client's coverage when they need it most.

ivari offers term insurance products that are:

- **Affordable** – payments are based on short-term needs
- **Adaptable** – may be renewed, converted to a permanent plan or exchanged for a longer term
- **Valuable** – financial security for their family when they need it most



Let's talk about...

SelectOPTIONS with ivari TermSelect30

Thirty years is a long time and many things can change in your client's life over the next three decades. Term 30 from ivari offers affordable premiums for 30 years. This product automatically renews after 30 years giving your clients permanent coverage with level premiums payable to age 100 and protection for life.

SelectOPTIONS are innovative and flexible features that are available between the 15th and 20th policy anniversaries.

SelectOPTIONS have been designed to change with your client's changing needs.

Select30 – Allows clients to stop paying premiums and reduce the amount of insurance coverage for the remainder of their 30-year term, after which the policy terminates.

SelectLIFE – Provides paid-up lifetime final expense coverage with the ability to stop paying premiums, reduce the amount of their insurance coverage and extend their coverage for life.

SelectVALUE – Lets your clients access the cash value of their policy in one of two ways:

1. Surrender or decrease their coverage and access their policy's cash value
2. Convert to one of our eligible universal life policies and the cash value will be used as a tax-deferred bonus credit*

* In accordance with the current *Income Tax Act* regulation.



Let's talk about...

universal life (UL) insurance

For clients who are looking for insurance protection today with a savings component for tomorrow...look no further than universal life from ivari.

A universal life policy provides clients with valuable insurance coverage along with an opportunity to grow their investment, tax-deferred.

With UL coverage from ivari, clients will have peace-of-mind knowing that their family will be provided for after they are gone, while also helping to secure their own financial future.

A universal life policy from ivari will help meet many client needs, including:

- Building assets for their children
- Helping to protect their mortgage
- Enhancing their retirement income
- Helping to pay for final expenses

By providing:

- **Premium flexibility** – clients can deposit funds over and above the minimum premium for tax-deferred savings
- **Flexibility of investments** – investments can be changed to match different life-stage needs



Let's talk about...

critical illness (CI) insurance

For clients who want a broader spectrum of coverage than just life insurance alone can offer, there's critical illness insurance from ivari.

Today people are living longer and healthier lives. In fact, illnesses that would end in death for many people just a few years ago are now being treated and even cured. That's good news. However, surviving a critical illness can present some unique financial challenges. Being diagnosed with a critical illness can be the start of a long, exhausting journey that brings along with it financial stresses. Some of these financial stresses your clients may have already considered, like:

- Loss of income
- Out-of-pocket medical expenses

But some other expenses may come as an unwelcome surprise:

- Childcare, if the primary caregiver becomes ill
- Travel expenses for treatment (gas, hotel, car rental)
- Homecare services (domestic and personal care)
- Flights for family to visit and lend moral support



The healthier you are, the more your clients need...

Critical Illness Protection

Generally, healthy clients may feel that they don't need critical illness insurance. But studies show that the healthier a client is, the more likely they are to actually survive a critical illness, like cancer or a heart attack, than die from it.¹ In fact, 63% of Canadians diagnosed with cancer are expected to survive for 5 years or more after a cancer diagnosis. And according to the Heart and Stroke Foundation *2018 Report on the Health of Canadians*, more than 90% of Canadians who have a heart attack and more than 80% who have a stroke and make it to hospital will now survive.

Critical Illness Protection from ivari provides a one-time, tax-free² benefit payment for clients to use in the event that they are diagnosed with a critical illness and survive the 30-day survival period. Clients can use the money they receive to help replace their income while they recover, pay for additional care for their children or help with unforeseen medical expenses. In fact, they can use the money they receive for anything they want with no restrictions.

What's covered

Purchased as a rider or a standalone product, clients have two choices when selecting a Critical Illness Protection plan. Our 4-condition product offers a more cost-conscious option while still covering conditions that generate approximately 85% of claims.* Our more comprehensive 25-condition product has the added benefit of covering five childhood critical conditions until the child is age 24 plus an Early Detection Benefit. (A complete list of covered conditions and definition of the Early Detection Benefit may be found at ivari.ca.)

As with any insurance plan, there are some limitations and exclusions. This information is available in the contract.

* The 4-condition product includes coverage for cancer, heart attack, stroke and coronary bypass. This figure is based on incidence rates and industry claim statistics.

MORATORIUM PERIOD EXCLUSION: 90 DAY EXCLUSION FOR CANCER AND BENIGN BRAIN TUMOUR

The 90-day exclusion period refers to the first 90 days the contract is in force or the first 90 days after reinstatement. If, within this period, the insured person is diagnosed with any cancer or benign brain tumour, or has signs or symptoms that lead to a diagnosis of cancer or benign brain tumour at any time, they will not be eligible to receive the Critical Illness Benefit or Early Detection Benefit for the diagnosis of cancer or benign brain tumour or a covered condition directly resulting from or the treatment from any cancer or benign brain tumour while the policy is in force.

In this exclusion, the term "any cancer" includes all cancers and benign brain tumour, even if they would not have been covered under the definitions of cancer for a Critical Illness Covered Condition or an Early Detection Covered Condition.

The information about signs, symptoms, investigations and diagnosis as described above must be provided to us in writing within six (6) months of the date of diagnosis. If the information is not provided during this period, we have the right to deny any claim for a Critical Illness Benefit or an Early Detection Benefit for any cancer or any Critical Illness Covered Condition or Early Detection Covered Condition caused by any cancer, benign brain tumour or its treatment.

Please refer to the contract for a more detailed explanation of the moratorium period exclusion.

Note:

1. Canadian Cancer Society, Canadian Cancer Statistics, 2021.
2. Under the *Income Tax Act* (Canada) and at the date of publication of this brochure, the receipt of Critical Illness Benefits is not currently taxable. ivari does not guarantee nor is it responsible for the tax treatment applicable to this policy feature. Clients should consult their legal or tax advisor for an opinion on this matter in relation to particular circumstances.

Let's talk about...riders

The easiest way for clients to tailor their insurance protection to their specific needs is through the addition of riders. Riders can be added to universal life, term and critical illness policies to cover short-term, long-term and specific situational needs. Some riders are available on select plans only.

Rider	Description	Available with Universal Life products	Available with Term products	Available with Critical Illness Protection
Critical Illness Protection	<p>This rider is available in 4-condition or 25-condition coverage</p> <p>It pays a one-time, lump-sum payment to clients who become critically ill with one of the Critical Illness Covered Conditions and survives the 30-day survival period.</p> <p>It also includes free access to Virtual Healthcare by Maple* for expert medical opinions for a specified list of covered conditions.</p>	✓	✓	
Children's Insurance	<p>This rider provides low-cost term life coverage on the lives of your client's children, along with a guarantee of their insurability if they want to convert their own coverage to an eligible insurance plan when they become adults.</p>	✓	✓	
AD&D (Accidental Death and Dismemberment)	<p>This rider provides an additional benefit in the case of dismemberment or death resulting from an accident. In the case of dismemberment, as a direct result of an accidental injury, an AD&D Rider can help clients cope with loss of income and/or extra expenses.</p>	✓	✓	
Waiver of Planned Premiums	<p>This rider waives planned premiums (up to a defined maximum) if the person insured under this rider is considered totally disabled before age 65.</p>	✓		
Waiver of Monthly Deductions	<p>This rider waives the monthly deductions, which are the insurance charges and the administration charges, for the policy if the person insured under the rider is considered totally disabled before age 65.</p>	✓		

* Virtual Healthcare by Maple is a non-contractual benefit and is subject to program availability.

Rider	Description	Available with Universal Life products	Available with Term products	Available with Critical Illness Protection
Waiver of Premium	This rider waives the premium if the person insured under this rider is considered totally disabled before age 65.		✓	✓
Payor Waiver of Planned Premiums	This rider, which is attached to a policy on the life of a child, waives planned premiums (up to a defined maximum) if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25.	✓		
Payor Waiver of Monthly Deductions	This rider, which is attached to a policy on the life of a child, waives the monthly deductions, which is the insurance charges and the administration charges, for the policy if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25.	✓		
Payor Waiver of Premium	This rider, which is attached to a policy on the life of a child, waives the premium if the person responsible for paying the premiums dies or is considered totally disabled before age 65. Premiums will continue to be waived until the child is age 25.		✓	✓
Term Riders	Term riders add an extra layer of temporary insurance protection to your client's life insurance policy for a 10-, 20- or 30-year term (without <i>SelectOPTIONS</i>).	✓	✓	
Level Cost of Insurance Rider	<p>By adding a Level Cost of Insurance Rider to a universal life insurance plan,* your client will benefit from insurance coverage with a cost that is fixed and payable until age 100.</p> <p>This rider also provides your client with the benefit of one policy fee, combined premium payments and enhanced tax-deferral opportunities.</p> <p>* Available only on level death benefit policies with an Annual Renewable Term (ART) Cost of Insurance (COI) base coverage.</p>	✓		

Let's talk about...a few more extras for your clients from ivari

1. Insurance calculator tool

My Insurance View is an easy-to-use interactive tool that will provide your clients with a personalized insurance solution that clearly addresses their needs at every stage of life. Try myinsuranceview.ca today.

2. Combined banding

Combined banding is like offering your clients the benefits of buying in bulk...or in a bundle. It ensures that your client has the same opportunity to save on a layered policy as they would on a single life policy for the same total amount. For example, a client who purchases a \$50,000 base coverage with two riders for \$100,000 and \$350,000 would be given the same savings as another client who purchases one \$500,000 policy.

3. Compassionate Assistance Program (CAP)

Offered at no extra cost, the Compassionate Assistance Program from ivari provides clients with the option of taking out a loan against their death benefit if they are diagnosed with a terminal illness or terminal injury and their life expectancy is less than 24 months.*

4. Virtual Healthcare by Maple

With Maple, persons insured under CI policies will have access to covered online general practitioner visits and an expert medical opinion service.

Persons insured under CI policies are able to:

- 1) Receive immediate medical care from a Canadian-licensed doctor online in under five minutes, accessible up to four times per year (per each insured). This free, easy-to-use service is available to the persons insured under CI policies and can be shared with their partner and eligible dependents**; and
- 2) Connect with specialist providers for expert medical opinions for a specified list of covered conditions.

*Twelve months or less if the client is between the ages of 72 and 77 with a term policy.

**Eligible dependents are anyone for whom the person insured is legally authorized to make healthcare decisions (e.g., a partner, a child under 18, or an elderly dependent). Read Maple's [Privacy Policy](#) for more details. "Partner" means a person with whom the Insured is (a) legally married, (b) in a civil union, (c) in common law relationship, (d) live together in domestic partnership, or in an adult interdependent relationship and either have lived together for at least one (1) year or are together the parents of a child.

Virtual Healthcare by Maple is a non-contractual benefit and is subject to program availability.

With a national network of thousands of independent, professional advisors, ivari provides a full range of insurance products to help Canadians make the right choice for their protection needs. The people, products and service that make up ivari have stood the test of time and have been in the Canadian marketplace since 1928. We are committed to being approachable and transparent in everything we do, and we will stand by our word. Visit us at ivari.ca.

Want to learn more?
Find out about our products
by visiting ivari.ca.

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